



## PALM BEACH TOWNHOME & VILLA PORTFOLIO GREENACRES, FLORIDA



### Thomas & Partners Sells 100 Unit Portfolio in Central Palm Beach County

#### CLIENT

- The seller was an investment firm from Rochester, New York
- The Buyers were based in Mountainside, New Jersey

#### PROPERTY

- The Portfolio consisted of 100 units between three separate communities
- Located in Unincorporated Palm Beach, Greenacres and Palm Springs, Florida

#### CHALLENGE

- The Portfolio was comprised of three separate condominium communities two of which offered 100% ownership and one of which offered 82% ownership
- Seller was previously marketing the properties with another broker

#### Marcus & Millichap Platform Advantages

**Marcus & Millichap executed on its unique competitive advantages:**

- Utilizing its unique competitive advantages, Thomas & Partners sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation

#### RESULTS

- Thomas & Partners secured a **\$1,000,000 non-refundable, deposit** from Buyer upon execution of the contract
- The portfolio **sold for the asking price of \$19,100,000**, \$600,000 higher than any offer previously received by the seller